# ORIENT GREEN POWER

## Leading Diversified Renewable Energy Generator

# Investor Presentation

FY13 Results

**Biomass**

**Wind**

**Small Hydel**

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# Financial Results
# & Operating Highlights – FY13

# Financial Highlights – Q4 FY13

Rs. Million

| | Q4 FY 2013 | | | Q4 FY 2012 | | |
|---|---|---|---|---|---|---|
| | **Biomass** | **Wind** | **Total** | **Biomass** | **Wind** | **Total** |
| | | | | | | |
| Sale of Power | 337.71 | 284.02 | 621.73 | 325.74 | 198.59 | 524.33 |
| Other Operating Income | 88.49 | 57.31 | 145.80 | 173.70 | 19.48 | 193.18 |
| **Total Income** | **426.20** | **341.33** | **767.53** | **499.44** | **218.07** | **717.51** |
| **Expenditure** | | | | | | |
| Cost of fuel and Consumables | 310.68 | 123.29 | 433.97 | 419.93 | 29.44 | 449.37 |
| O&M and other costs | **88.45** | 100.54 | 188.99 | 82.67 | 164.13 | 246.80 |
| **Total Expenditure** | **399.13** | **223.83** | **622.96** | **502.60** | **193.57** | **696.17** |
| **EBITDA** | **27.07** | **117.50** | **144.57** | **-3.16** | **24.50** | **21.34** |
| **EBITDA (%)** | **6.4%** | **34.4%** | **18.8%** | **-0.6%** | **11.2%** | **3.0%** |
| Depreciation | 42.15 | 237.70 | 279.85 | 45.35 | 156.39 | 201.74 |
| Finance charges | 84.37 | 395.27 | 479.64 | 97.35 | 316.45 | 413.80 |
| Other Income | -11.75 | 40.37 | 28.62 | 62.16 | 37.90 | 100.06 |
| **PBT (before unallocable overheads)** | **-111.20** | **-475.10** | **-586.30** | **-83.70** | **-410.44** | **-494.14** |
| **Unallocable overheads (net of income)** | | | **20.53** | | | **67.77** |
| **Profit / (Loss) before Tax** | | | **-606.83** | | | **-561.91** |
| **PAT / (Loss) (after Minority Interest)** | | | **-527.10** | | | **-460.22** |

# Financial Highlights – FY13

| | | | Rs. Million | | | |
|---|---|---|---|---|---|---|
| | FY 2013 | | | FY 2012 | | |
| | Biomass | Wind | Total | Biomass | Wind | Total |
| | | | | | | |
| Sale of Power | 1542.74 | 2140.19 | 3682.93 | 1020.47 | 1194.06 | 2214.53 |
| Other Operating Income | 364.40 | 307.17 | 671.57 | 252.59 | 37.33 | 289.92 |
| **Total Income** | **1907.14** | **2447.36** | **4354.50** | **1273.06** | **1231.39** | **2504.45** |
| **Expenditure** | | | | | | |
| Cost of fuel and Consumables | 1164.60 | 140.26 | 1304.86 | 945.39 | 84.84 | 1030.23 |
| O&M and other costs | **481.26** | 445.51 | 926.77 | 305.31 | 363.93 | 669.24 |
| **Total Expenditure** | **1645.86** | **585.77** | **2231.63** | **1250.70** | **448.77** | **1699.47** |
| **EBITDA** | **261.28** | **1861.59** | **2122.87** | **22.36** | **782.62** | **804.98** |
| **EBITDA (%)** | **13.7%** | **76.1%** | **48.8%** | **1.8%** | **63.6%** | **32.1%** |
| Depreciation | 189.73 | 899.78 | 1089.51 | 160.49 | 494.35 | 654.84 |
| Finance charges | 367.71 | 1556.3 | 1924.01 | 272.33 | 831.77 | 1104.10 |
| Other Income | 24.92 | 215.7 | 240.62 | 97.37 | 86.74 | 184.11 |
| **PBT (before unallocable overheads)** | **-271.24** | **-378.79** | **-650.03** | **-313.09** | **-456.76** | **-769.85** |
| **Unallocable overheads (net of income)** | | | **96.56** | | | **34.71** |
| **Profit / (Loss) before Tax** | | | **-746.59** | | | **-804.56** |
| **PAT / (Loss) (after Minority Interest)** | | | **-698.88** | | | **-692.78** |

# Performance Highlights – Consolidated Q4 FY13 and FY13

- Operating Revenues grew 7% to ₹767.5 million for the quarter and to ₹4,354.5 million for FY13 representing an increase of 74% aided by increased capacity and better utilisation of existing capacities in the wind and biomass business
- Sales realisation continued to improve for both businesses with increase in tariffs and shift in sales mix from PPA / Trading to Merchant
- Significant revenues generated from sale of RECs aggregating to ₹655.2 million for the year
- Operational EBIDTA (before unallocable overheads) was at ₹144.6 million for Q4 (₹21.3 million) and ₹2,122.9 million for the year (₹805 million) registering growth of 164% on the back of increased capacities, better tariff realisation and REC revenues
- Total EBIDTA for the year was at ₹2,245.3 million registering growth of 141%
- Loss before Tax ₹746.6 as against loss of ₹804.6 of additional borrowings to fund expansion as well as increase in rate of interest. Loss would have been lower but for one time expenses and abandonment of projects in Biomass and Overseas wind businesses of about ₹ 90 million
- Cash Profit for the year was at ₹ 283.1 million against cash loss of ₹157.7 million in FY12

# Performance Highlights – Wind and Biomass FY13

**WIND BUSINESS**

- 37.05 Mw have been added during FY13
- Even though grid back down issues continue in Tamil Nadu, the generation from assets was better due to better wind availability and refurbishment of certain under performing assets
- EBIDTA jumps to ₹1,861.6 million during the year as against ₹ 782.6 million in the previous year on the back of increased capacity and better generation and realization. PLF would have been better but for the grid back down during the season
- Petition filed by Beta Wind Farms (Subsidiary) at APTEL on TN Transmission Charges has been allowed and the TNERC has been directed to revise the Order. Once the revision is completed, this would lead to significant savings in transmission charges leading to improved margins

**BIOMASS BUSINESS**

- Tariff levels remain firm in Tamil Nadu at ₹ 6.50/ ₹ 6.75 per kwh
- Operations were impacted in two units in Rajasthan due to very low tariff levels and high cost of fuel
- Despite slowdown in north based plants, overall turnover increases to ₹ 1,907 million (growth of 50%)
- EBIDTA improves to ₹ 261 million as against ₹22 million in FY12
- The company has abandoned plans for going ahead with three new biomass plants due to lack of clarity on tariff related issues and other challenges. This has been duly approved by the shareholders in Mar’13

# Balance sheet as at March 31, 2013

| | Rs. Million | |
|---|---|---|
| **EQUITY AND LIABILITIES** | **31.03.2013** | **31.03.2012** |
| Shareholders' Funds | 4,680.78 | 4,680.78 |
| Reserves and Surplus | 6,208.39 | 7,206.36 |
| Share Application Money | 1,523.00 | - |
| Minority Interest | 295.12 | 312.14 |
| | - | - |
| **Non Current Liabilities** | - | - |
| Long term bank borrowings | 14,432.60 | 9,985.90 |
| Other Long term borrowings | 1,722.33 | 2,018.74 |
| Other liabilities | 126.72 | 115.01 |
| | - | - |
| **Current Liabilities** | - | - |
| Loans due within one year | 2,800.82 | 1,781.27 |
| Short Term borrowings | 751.68 | 1,547.07 |
| Other current liabilities | 2,814.33 | 7,914.15 |
| **TOTAL LIABILITIES** | **35,355.76** | **35,561.42** |
| | | |
| **ASSETS** | | |
| **Non Current Assets** | | |
| Fixed Assets | 29,575.51 | 27,721.35 |
| Goodwill on consolidation | 511.86 | 480.39 |
| Other Non Current assets | 2,725.98 | 4,830.50 |
| | - | - |
| **Current Assets** | - | - |
| Current investments | 2.78 | 0.58 |
| Inventories | 186.42 | 219.45 |
| Trade Receivables | 794.33 | 684.39 |
| Cash and Cash equivalents | 725.81 | 864.97 |
| Short term loans and advances | 833.08 | 759.79 |
| **TOTAL ASSETS** | **35,355.76** | **35,561.42** |

Share Capital of ₹ 1,500 million have since been issued to Shriram Industrial Holdings Ltd. in Apr’13

# Change in Promoter Holding and Preferential Issue

- Consequent to corporate restructuring of the non-financial services business of Shriram Group, Shriram Industrial Holdings Ltd. (SIHL) shall be ultimately holding all investments in the various companies of the non-financial services business
- Shriram EPC Ltd., the promoter of the company has divested its stake in Shriram EPC (Singapore) (holding 37.7% stake in parent company of OGPL) in favor of SIHL and completed the process in Jun'13
- Further, SIHL has infused ₹ 1,500 million by way of preferential issue in the Equity Share Capital of OGPL at ₹15 per share in Mar / Apr'13
- As a result of the above and in order to comply with SEBI guidelines on Takeover Code, SIHL had made an open offer to the existing shareholders of OGPL in Apr / May'13 and has since completed the acquisition of 12.55% of the equity shares of the company at ₹15 per share, post completion of the open offer process in Jun'13
- The price of ₹15 per share represents a 30% premium to the closing share price of ₹11.55 on Feb 21, 2013 – a day prior to the announcement of the offer
- Post completion of the restructuring process, SIHL shall hold 47.54% of the share capital of OGPL directly and indirectly

# Renewable Energy Certificate

- Supply of RECs continued to be more than demand in the market due to poor enforcement of RPO by all States leading to RECs being sold at floor price during the quarter
- During Q4, demand continued to be sluggish (although Mar'13 saw brisk trading at 4.28 Lac RECs traded)
- Overall Trading in the two exchanges during the quarter aggregated to 7.74 Lac RECs at the floor price of ₹1,500 per REC
- OGPL's share in trading represented 11% of trading volumes during the quarter on the exchange
- During the quarter, OGPL sold 48,103 RECs at the floor price of ₹1,500 per REC and during the year, OGPL sold 289,056 RECs at an average realisation of ₹1,688 per REC
- OGPL had an unsold inventory of 106,976 RECs as of end Mar'13
- In the near term also, sale of RECs will be relatively less and only improved compliance would drive the trading in the coming sessions
- However, entry of more discoms in the REC market and improved thrust on compliance of RPO would certainly drive REC trading volumes in the medium term. Petitions have been filed with APTEL by Industry bodies and we expect a positive outcome in the next few months
- A key positive is that the CERC in its recent order has extended the validity of RECs issued on or after Nov 1, 2011 from 365 days to 730 days

# REC Trading Receipts upto Mar'13

| REC Trade Results - Consolidated (IEX + PXIL) | | | | | |
|---|---|---|---|---|---|
| Month | Market Clearing Volume - Non Solar | REC traded from OGPL Projects | Market Share of OGPL (%) | REC Revenue (₹ Lacs) | Average Price (₹/ REC) |
| Jan – 12 | 171,524 | 6,768 | 3.95% | 206 | 3,051 |
| Feb – 12 | 206,188 | 18,694 | 9.07% | 573 | 3,066 |
| Mar – 12 | 199,737 | 20,025 | 10.03% | 581 | 2,902 |
| Apr – 12 | 71,226 | 20,939 | 29.40% | 461 | 2,201 |
| May – 12 | 168,675 | 15,878 | 9.41% | 374 | 2,355 |
| Jun – 12 | 236,485 | 18,621 | 7.87% | 447 | 2,402 |
| Jul – 12 | 158,220 | 16,223 | 10.25% | 330 | 2,031 |
| Aug – 12 | 273,893 | 46,524 | 16.99% | 705 | 1,514 |
| Sept – 12 | 264,446 | 70,896 | 26.81% | 1,063 | 1,500 |
| Oct – 12 | 222,700 | 33,096 | 14.86% | 496 | 1,500 |
| Nov – 12 | 132,352 | 7,770 | 5.87% | 117 | 1,500 |
| Dec – 12 | 273,644 | 11,096 | 4.05% | 166 | 1,500 |
| Jan -13 | 193,337 | 10,598 | 5.48% | 159 | 1,500 |
| Feb – 13 | 152,952 | 6,222 | 4.07% | 93 | 1,500 |
| Mar - 13 | 427,871 | 31,193 | 7.29% | 468 | 1,500 |
| **GRAND TOTAL** | **3,153,250** | **334,543** | **10.61%** | **6,239** | **1,865** |

During the year, OGPL has accrued RECs for a value of ₹ 655.2 million as compared to ₹181.1 million in the previous year leading to significant upside in revenues


# Wind Operations

# Wind Operations - India

| Particulars | Unit of Measurement | Q4 FY13 | Q4 FY12 | FY13 | FY 12 |
|---|---|---|---|---|---|
| Capacity | Mw | 328.51 | 306.58 | 328.51 | 306.58 |
| Units Generated (Gross) | Mn | 63.60 | 33.73 | 527.06 | 268.66 |
| Average Gross Realisation (before charges and without REC) | ₹ / Unit | 4.56 | 3.72 | 4.62 | 4.01 |

- Old assets of 179.5 Mw constitute operating assets acquired at low capital cost (approx. ₹35.5 Mn per Mw)
- Although grid back down continued during the year, there was a significant improvement in the generation on a y-on-y basis due to better than expected wind availability as well as greater proportion of new machines with higher sustainable PLFs. Lastly, operational improvements in old machines resulted in lower downtime and higher PLF
- Realisation was higher compared to previous year due to increase in tariff effective Apr'12 However, net realisation was impacted by the steep increase in transmission charges effective Aug'12. Beta Wind Farms has since been able to obtain a favourable verdict from the Appellate Tribunal for Electricity (APTEL) as per which relief is likely to be granted to the extent of about 40% of the transmission charges

# Capacity Expansion Strategy – Wind

- 4.8 Mw GE Machines in Tamil Nadu commissioned in May’13 and another 6.4 Mw will be commissioned by mid Aug.’13
- In Gujarat, 6 WEGs (12.6 Mw) have been commissioned in May’13 and another 12.6 Mw expected to be commissioned in Jul’13
- In AP, 24 WEGs have been erected and Transmission Line activities are in progress – will be completed in Jul’13. Tariff Order at ₹4.70/unit issued, as against ₹3.50/ unit prevailing earlier, leading to improved viability
- Delays are primarily due to delay in setting up of transmission infrastructure, obtaining right of way and delay in obtaining PPA clarity in Gujarat
- Plans are also on to complete Capacity addition of 75 Mw pending against 300 Mw Capacity addition planned by Q4 of FY14

# Capacity Expansion – Wind

| States | Capacity (Mw) | Estimated date of completion | Remarks |
|---|---|---|---|
| Tamil Nadu | 37.05 | | Commissioned |
| **Addition for FY 2013** | **37.05** | | |
| Tamil Nadu | 11.20 | 4.8 Mw by Q1 FY 14<br>6.4 Mw by Q2 FY 14 | 4.8 Mw commissioned in May / Jun’13 |
| Andhra Pradesh | 43.20<br>50.40 | Q2 FY 14<br>Q4 FY 14 | Project delayed due to delay in completing transmission lines primarily due to right of way issues |
| Gujarat | 12.60<br>12.60<br>25.20 | Q1 FY 14<br>Q2 FY 14<br>Q4 FY 14 | 12.6Mw has been commissioned in May’13 in Gujarat Commissioning of 12.6 Mw is pending for sign off of PPA by the DISCOM. Expected to commission in Jul’13 |
| **Addition for FY 2014** | **155.20** | | |


# Biomass Operations

# Existing Biomass Operations

| Particulars | Unit of Measurement | Q4 FY13 | Q4 FY12 | FY13 | FY12 |
|---|---|---|---|---|---|
| Capacity | Mw | 60.5 | 60.5 | 60.5 | 60.5 |
| Units Exported | Mn | 56.15 | 72.60 | 259.04 | 210.79 |
| Average Realisation | ₹/ Unit | 6.26 | 4.70 | 5.96 | 4.84 |
| Specific Fuel Consumption per unit | Kg/ Unit | 1.85 | 1.91 | 1.82 | 1.79 |
| Fuel Cost | ₹/ Unit | 5.37 * | 4.62 | 4.34 | 4.09 |
| O&M and other Costs ** | ₹/ Unit | 2.45 | 2.26 | 2.05 | 1.77 |

Includes write down of old and obsolete stocks in operating and non-operating plants in Q4

** Includes transmission charges in TN units in FY 2013 due to switchover to Merchant sales

- Performance in H2 FY13 was negatively impacted due to temporary shut down of one of the north based plants and also due to lack of availability of dry fuel across units due to monsoon
- One unit in the north, Sanjog continued to face issues of low tariff for sale through exchange. Switch over Grid PPA planned and will be signed up by Q2 FY14
- In Tamil Nadu, realisation across all units continued to be robust due to switch over from grid to third parties
- All four units in Tamil Nadu and Sanjog in Rajasthan continue to get REC benefits during the quarter
- Fuel Cost rose steeply to ₹4.85 per unit (₹4.39 per unit in Q3 FY12) due to less availability of dry fuel and non availability of cheaper fuel sources. Fuel prices are expected to be under pressure
- One unit in Rajasthan continues to be shut and is expected to restart operations by end of Q2 FY14 with improved operations

# Existing Projects – Bio-mass power plants

| Name | Capacity (Mw) | Location | Fuel | Customer details | | | | Blended tariff | |
|---|---|---|---|---|---|---|---|---|---|
| | | | | | Q4 FY13 | Q3 FY13 | Q2 FY13 | Q1 FY13 | Q4 FY12 |
| Kopargaon | 2.0 | Maharashtra | Co-generation biogas | Captive | 3.50 | 3.50 | 3.50 | 3.50 | 3.50 |
| Dindigul | 7.5 | Tamil Nadu | Plywood wastes, julieflora, corn stalks and other agri - residues | Merchant | 7.00 | 6.74 | 6.76 | 6.43 | 5.33 |
| Pattukkottai | 7.5 | Tamil Nadu | Sugarcane residue, coconut residue, julieflora and other agri - residues | Merchant | 6.63 | 6.38 | 6.31 | 6.74 | 5.09 |
| Vandavasi | 7.5 | Tamil Nadu | Casurina, eucalyptus waste, julieflora, sugarcane waste and groundnut stalks | Merchant | 7.18 | 7.08 | 7.20 | 7.44 | 5.58 |
| Pollachi | 10.0 | Tamil Nadu | Julieflora, coconut residue, saw mill waste | Merchant | 6.50 | 6.56 | 6.29 | 6.47 | 4.5 |
| Kotputli | 8.0 | Rajasthan | Mustard Husk | Grid 100% | No sale | No Sale | 5.44 | 5.44 | 5.19 |
| Chippabarod | 8.0 | Rajasthan | Mustard Husk | Grid 100% | 5.13 | 5.00 | 5.01 | 5 | 4.87 |
| Hanumangarh | 10.0 | Rajasthan | Mustard Husk, Cotton stalk, paddy straw and wheat straw | Merchant | 3.79 | 3.73 | 4.25 | 4.04 | 2.85 |

# Biomass Performance review

- Suspension of operations in one of the units and steep increase in fuel costs adversely impacted the operations
- There was temporary suspension of about one and a half months in another Rajasthan plant for moving away from power trading to merchant sale. Operations have since restarted in late Q3 partially
- Prices in Tamil Nadu plants continued to be high which somewhat negated the adverse impact due to fuel cost increase
- REC revenues continue to flow although at lower price. Price realised at floor for the last two months. However, cash flow was impacted due to lower sales volume leading to inventory overhang of about 3 months REC accruals
- While fuel costs continued to be high in the quarter, our other initiatives like bulk sourcing of fuel, RDF and deployment of the crawler for Juliflora harvest are expected to provide results in coming quarters by way of moderation in the cost
- Initiatives towards energy plantation have progressed well and we expect first lot of fuel in Q1 FY14
- Finalisation of the revival of Kotputli plant expected in Q2 FY14 and this would arrest the cash losses

# Capacity Expansion – Biomass

| Projects | Capacity (Mw) | Estimated date of Completion |
|---|---|---|
| Maraikal | 7.5 | Q2 FY14 |
| Narsinghpur | 10.0 | Q2 FY14 |
| Kolhapur | 20.0 | Q3 FY14 |
| Kishanganj | 8.0 | Q2 FY14 |
| **Total** | **45.5** | |

- Projects have been delayed primarily due to issues associated with right of way issues, connectivity to the grid and resistance of States in allowing units to opt for REC Mechanism
- Sale Model for new projects
  - Sales shall be by way of Sale to Grid ( utility) except in PSR Green which shall be to the utility to start with through Trader before change over to other models

# Regulatory Environment

# Regulatory Impact –Opportunities and Concerns

- Andhra Pradesh has notified feed in tariff and increased it to ₹4.70 per unit from ₹3.50 per unit which would lead to improved viability
- APTEL has favourably decided in our favour the issue of excess levy of transmission charges by TNERC and this would positively impact margins to the extent of about 40% of the earlier transmission charges. Positive impact in margins expected from Q2 FY14 with retrospective effect
- Renewable Purchase Obligation has not been enforced by most States resulting in low demand for Renewable Energy Certificates
- INWEA's petition to APTEL for RPO compliance enforcement admitted – may help in triggering early implementation of RPO strictly
- Generation Based Incentives yet to be notified for Wind , although announced in budget. This is delaying the passing on of the benefit to IPPs and other operators. MNRE I also trying to reintroduce Accelerated Depreciation scheme
- Gujarat utility / ERC is insisting on fixed APPC for 25 years unlike annual reset affecting PPA sign up. Matter taken up with GERC and expected to be resolved by Jul'13. Commissioning of 12.6 Mw is dependent on this order
- TNEB issued orders for scheduling of Wind Power from Jul'13 and the Industry Bodies plan to challenge these orders as they will impact IPPs

# Wind Business Outlook

- Technical issues delaying commissioning of balance 6.4 Mw in Tamil Nadu and it is expected that these shall be commissioned in Q2 FY14 only
- Regulatory and grid connectivity issues have delayed commissioning of wind capacities in Gujarat and A.P. 12.6 Mw commissioned in Gujarat in May’13 Expect commissioning of balance 55.8 Mw in Aug’13
- Transmission inadequacy continues to be an issue in Tamil Nadu. It is expected that grid back down will continue to impact to the tune of 10-15% for at least a couple of more years
- Levy of increased banking charges and transmission charges by TNEB had impacted margins. Action taken to partially mitigate the impact by way of pass through to customers. Also, APTEL order would have a favourable impact
- Generation Based Incentive (GBI) is being reinstated as per the recent Budget announcement. Details are awaited and this is likely to improve viability of both Andhra Pradesh and Gujarat projects
- In the process of divesting stake in Croatian entity (10.5 Mw) in order to unlock value and use the resources in Indian wind projects
- Steep hike in interest rates hurting the wind business and company is continuing with its initiative at reducing interest costs through other refinancing avenues and generally to deleverage the business and same is expected to impact business positively in FY14

# Biomass Business Outlook

- With all Tamil Nadu based plants on Third Party sale of power (32.5 Mw) and with REC eligibility significant improvement in revenues expected to continue in coming quarters
- REC trading continued to negatively impact the cash flows and stricter enforcement of RPO is critical to improve the REC revenue situation
- Signed up for restarting the Kotputli plant which operations shall be outsourced effective Aug'13 leading to improve cash flow at the unit
- Finalised 3rd party sale model for exiting unviable trading sale model in Hanumangarh, Rajasthan subsidiary. Also evaluating option of sale to utility under preferential tariff which is under revision
- Additional capacities planned 25.5 Mw in Q2 will take the total Capacity to 86.0 Mw by end of that quarter. With 20 Mw planned in Q3 total Biomass capacity envisaged is 106 Mw by end of Q3
- Energy plantations commenced in some of our Wind Farm lands and plans are on to extend the same in other areas also by encouraging contract farming in unused lands available in neighboring villages. Signed up 363 Acres under Contract Farming so far
- Ministry of New and Renewable Energy has formed a Working Group to address the concerns of Biomass Power Sector recently. Issues like Interest Subvention, Annual Tariff Revisions for Fuel Cost/pass thru Mechanism, Generation Based Incentive (GBI), Separate REC Slab for Biomass Power and Energy Plantations are the key issues taken up

Thank you